

A group of people are gathered in a meeting room. A man in a plaid shirt is standing and pointing at a wall of glass covered in colorful sticky notes. Other people are seated around a table with laptops, water bottles, and sticky notes. The room has a whiteboard and a projector on the ceiling.

BJSS **INNOVATION LABS**

Velocity. Agility. A Focus on Value.

Our Mission: To help organisations rapidly identify and deliver value from technology (AI, Blockchain, IoT), data and fantastic customer experiences.

Our teams are an effective blend of expert creatives and engineers who work with clients to **deliver step out value** through innovation.



Software
Engineers



Emerging
Technologists



Data
Scientists

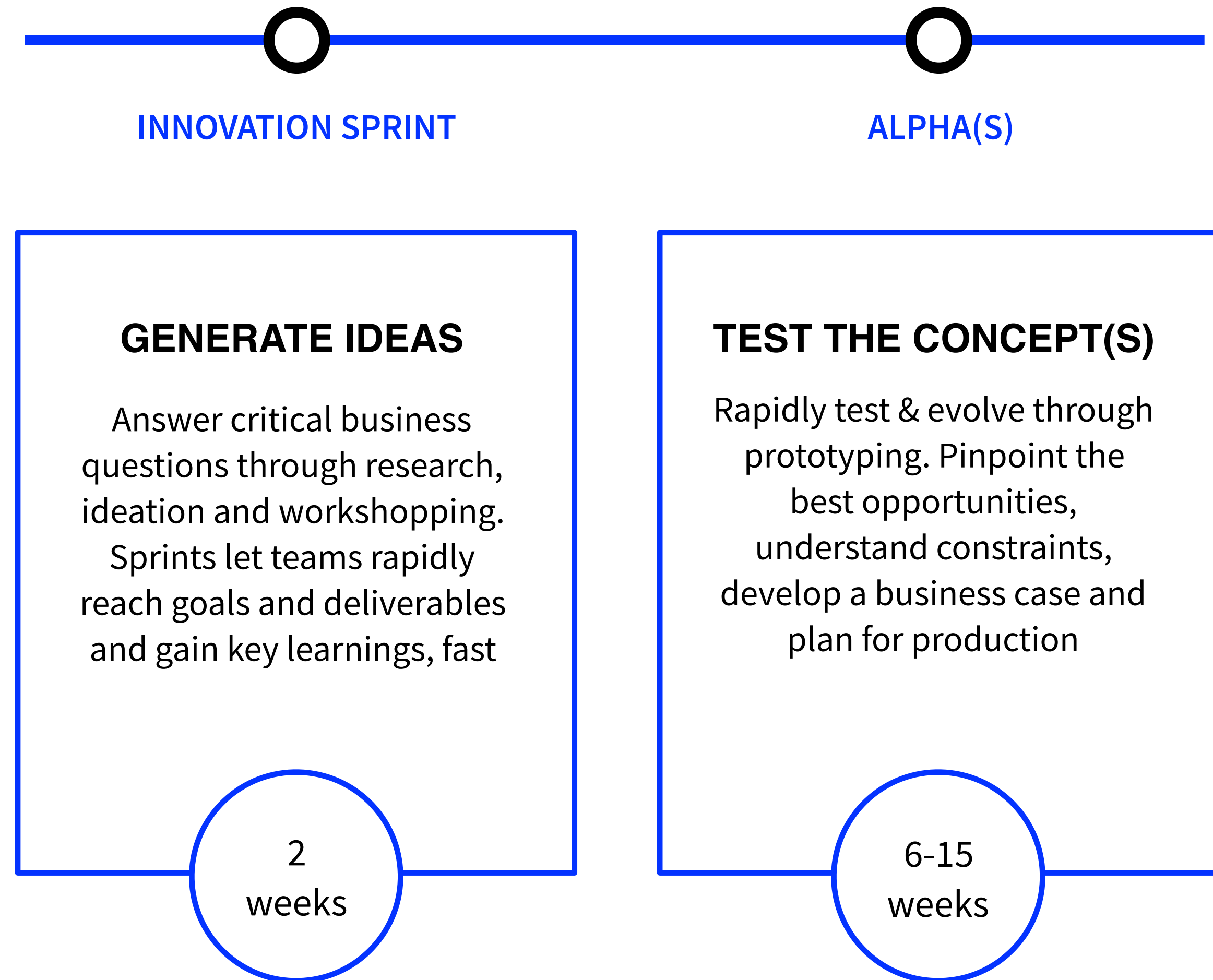


Strategic
Designers

We take a **Design Thinking** approach to quickly understand user needs, create innovative ideas and test them out by building light-weight working prototypes.

BJSS INNOVATION APPROACH

Innovation isn't about blue sky thinking. It's about following a controlled path to creating and delivering valuable ideas. We have a proven and repeatable method.





OUR SERVICES

Velocity. Agility. A Focus on Value.

GILBERT

CONTRACT	Product Date
CONTRACT #	
STATUS	Open
LOCATION	London
ROLES	Product

REQUIREMENTS

- Working with clients and some internal stakeholders to ensure that we are aligned on the requirements for the project.
- The client is looking for a solution that is scalable and can be used across multiple departments.
- The client is looking for a solution that is easy to use and can be implemented quickly.
- The client is looking for a solution that is cost-effective and can be scaled up or down as needed.

ANALYSIS

- There are many processes to review from the client to ensure that we are aligned on the requirements for the project.
- The client is looking for a solution that is scalable and can be used across multiple departments.
- The client is looking for a solution that is easy to use and can be implemented quickly.
- The client is looking for a solution that is cost-effective and can be scaled up or down as needed.

RECOMMENDATIONS

- We recommend that the client consider the following options:
- Option 1: A solution that is scalable and can be used across multiple departments.
- Option 2: A solution that is easy to use and can be implemented quickly.
- Option 3: A solution that is cost-effective and can be scaled up or down as needed.

ABOUT IT UN

BRANDS

amazon, zara, apple, google, facebook, twitter, linkedin, instagram, youtube, spotify, netflix, hulu, disney+, hbo, netflix, amazon, zara, apple, google, facebook, twitter, linkedin, instagram, youtube, spotify, netflix, hulu, disney+, hbo





INNOVATION SPRINT

GENERATE IDEAS

Answer critical business questions through research, ideation and workshopping.

Sprints let teams rapidly reach goals and deliverables and gain key learnings, fast!

2
weeks

The purpose of an **INNOVATION SPRINT** is to help clients think through the art of the possible and to develop a set of ideas and a business case that can be rapidly built & tested.

INNOVATION SPRINT

WEEK 1 - DIVERGE					WEEK 2 - CONVERGE						
	MON	TUES	WED	THUR	FRI	MON	TUES	WED	THUR	FRI	
Activities	• Vision definition • Stakeholder alignment • Current State mapping • Actor mapping	• Expert interviews • Technology trends & market research	• Expert interviews • Technology trends & market research	• Themes validation • Scenario Planning • Opportunity mapping	• Write up • Week 2 preparation	• Opportunity prioritisation • Ideation • Concept development	• Story Telling • Prototyping	• Idea validation • Enablers vs. Blockers • Road-mapping	• Write up	• Final Show & Tell • Recommendation • Close out	
People											
Outcomes	Vision Statement Actor Map		Key Themes Technology trends & market analysis	Opportunity Cards Opportunity Map		Idea Cards	Idea Canvas Paper Prototypes	Roadmap	Recommendation		



Typical Use Cases

- How can AI reduce our costs?
- How can a ChatBot service improve our customer service, increase our revenue and reduce our cost to serve?
- How can we use emerging tech to reduce the cost of our supply chain?




Research Paper

Lab in a smart phone

A team of researchers from UCLA and Sweden announced that they have built a microscope th fluorescent products

What that means is that a doc perform targeted DNA sequen equipped medical labs and hos

UI professors Brian Cunningha spectrometry. The technol enabling the user to read liquid and the cloud, the user could i




Digital Tracked Medicine

Doctors in the US might soon start prescribing a pill that can tell them whether you've truly taken your medication.

The pill is called 'Abilly MyCite', it has a sensor made of copper, magnesium and silicon that produces an electric signal when your stomach acids start the digestion process.

It's accompanying patch that you need to stick to your ribcage sends the date and time when it detects the signal to a mobile app. You can then choose to share that data with your doctor or a family member.



Prioritised Ideas











	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue						
Consulting Services	\$ 53,250	\$ 140,750	\$ 297,500	\$ 550,500	\$ 941,500	\$ 941,500
Subscription Fees	\$ -	\$ -	\$ 78,750	\$ 175,000	\$ 252,500	\$ 350,000
Measuring Data Lists and Access	\$ -	\$ 142,000	\$ 261,000	\$ 340,000	\$ 420,000	\$ 500,000
Matching Services	\$ -	\$ 50,000	\$ 1,120,000	\$ 1,300,000	\$ 1,850,000	\$ 2,400,000
Coaches meet & NGLI Sponsorships	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Rewards Scheme	\$ 37,500	\$ 187,500	\$ 362,500	\$ 1,350,000	\$ 1,875,000	\$ 2,500,000
Advertising	\$ 155,000	\$ 1,045,000	\$ 1,995,000	\$ 2,100,000	\$ 1,650,000	\$ 14,700,000
Other	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ 265,750	\$ 1,593,250	\$ 7,613,750	\$ 14,124,500	\$ 10,293,000	\$ 24,091,500
Operational Costs						
Sal, general and Amortisation costs	\$ 230,000	\$ 1,091,000	\$ 1,891,000	\$ 1,991,000	\$ 1,991,000	\$ 1,991,000
Marketing (assume 10% of revenue)	\$ 42,884	\$ 247,888	\$ 1,142,068	\$ 1,414,500	\$ 1,924,900	\$ 2,406,150
RuId Cost (capitalised over 5 years)	\$ 805,200	\$ 1,115,588	\$ 1,115,588	\$ 1,115,588	\$ 1,115,588	\$ 590,588
IT Run Down	\$ 60,000	\$ 60,000	\$ 1,200,000	\$ 2,070,000	\$ 2,480,000	\$ 2,500,000
IT Run Cloud and Infrastructure	\$ 100,000	\$ 300,000	\$ 600,000	\$ 1,200,000	\$ 2,400,000	\$ 3,600,000
Individuals Office Space (rebur Y4)	\$ 230,000	\$ 230,000	\$ 180,000	\$ 180,000	\$ 200,000	\$ 180,000
	\$ 1,448,084	\$ 3,773,077	\$ 6,087,652	\$ 8,128,098	\$ 10,325,488	\$ 11,169,638
P&L (EBITDA)	\$ (1,182,334)	\$ (2,180,827)	\$ 1,526,098	\$ 5,996,481	\$ 1,078,511	\$ 12,921,961
Capex Costs						
RuId Cost (assume capitalised over 5 years above)	\$ (4,028,688)	\$ (2,611,988)	\$ -	\$ -	\$ -	\$ -
Cash Flow	\$ (5,210,962)	\$ (4,792,815)	\$ 1,526,098	\$ 5,996,481	\$ 1,078,511	\$ 12,921,961

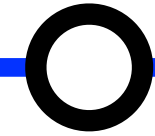
Business Plan

TYPICAL INNOVATION SPRINT

WEEK 1 - DIVERGE

WEEK 2 - CONVERGE

	MON	TUES	WED	THUR	FRI	MON	TUES	WED	THUR	FRI
Activities	<ul style="list-style-type: none"> Vision definition Stakeholder alignment Current State mapping Actor mapping 	<ul style="list-style-type: none"> Expert interviews Technology trends & market research 	<ul style="list-style-type: none"> Expert interviews Technology trends & market research 	<ul style="list-style-type: none"> Themes validation Scenario Planning Opportunity mapping 	<ul style="list-style-type: none"> Write up Week 2 preparation 	<ul style="list-style-type: none"> Opportunity prioritisation Ideation Concept development 	<ul style="list-style-type: none"> Story Telling Prototyping 	<ul style="list-style-type: none"> Idea validation Enablers vs. Blockers Road-mapping 	<ul style="list-style-type: none"> Write up 	<ul style="list-style-type: none"> Final Show & Tell Recommendation Close out
People										
Outputs	Vision Statement Actor Map		Key Themes Technology trends & market analysis	Opportunity Cards Opportunity Map		Idea Cards	Idea Canvasses Paper Prototypes	Roadmap	Recommendation	



ALPHA

TEST THE CONCEPT

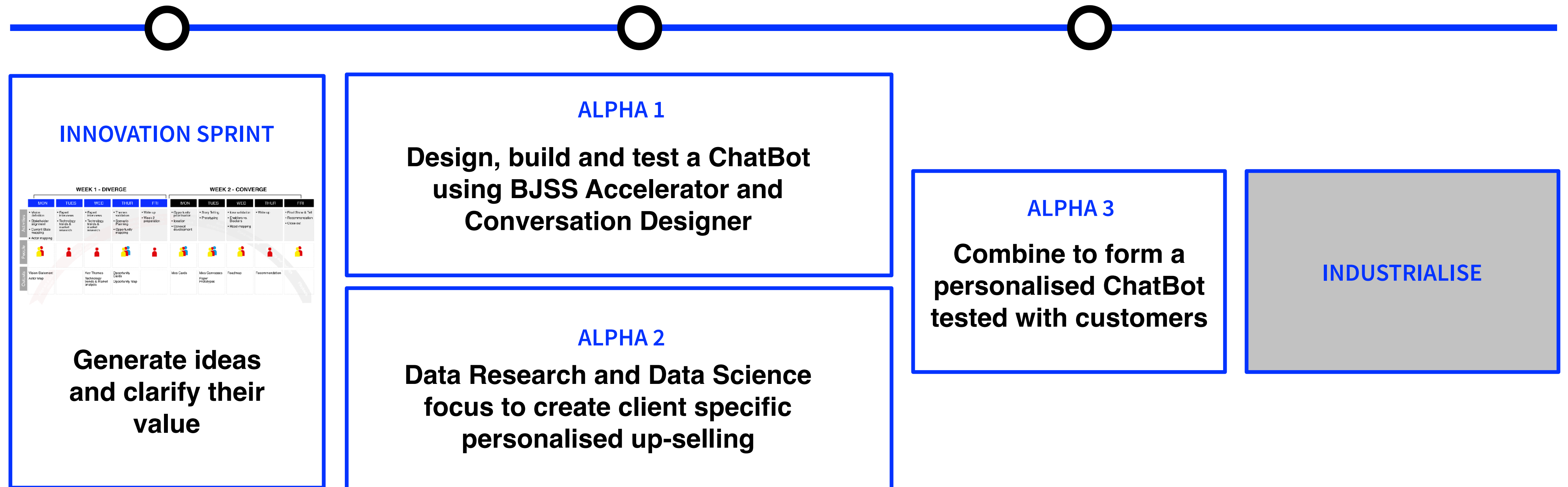
Rapidly test & evolve through prototyping. Pinpoint the best opportunities, understand constraints, develop a business case and plan for production

6-15
weeks

The purpose of an **Alpha** is to quickly build a working prototype that can be tested with employees and customers to validate the value and viability of ideas.

MOVING FROM IDEAS INTO PROTOTYPES

Example: How can a ChatBot improve customer service and increase revenues?



USE CASES

Velocity. Agility. A Focus on Value.



CASE STUDY - INNOVATION SPRINT

We helped a leading airline identify ways to substantially **reduce their cost to serve** using AI and IoT and tested solutions with their front line staff.



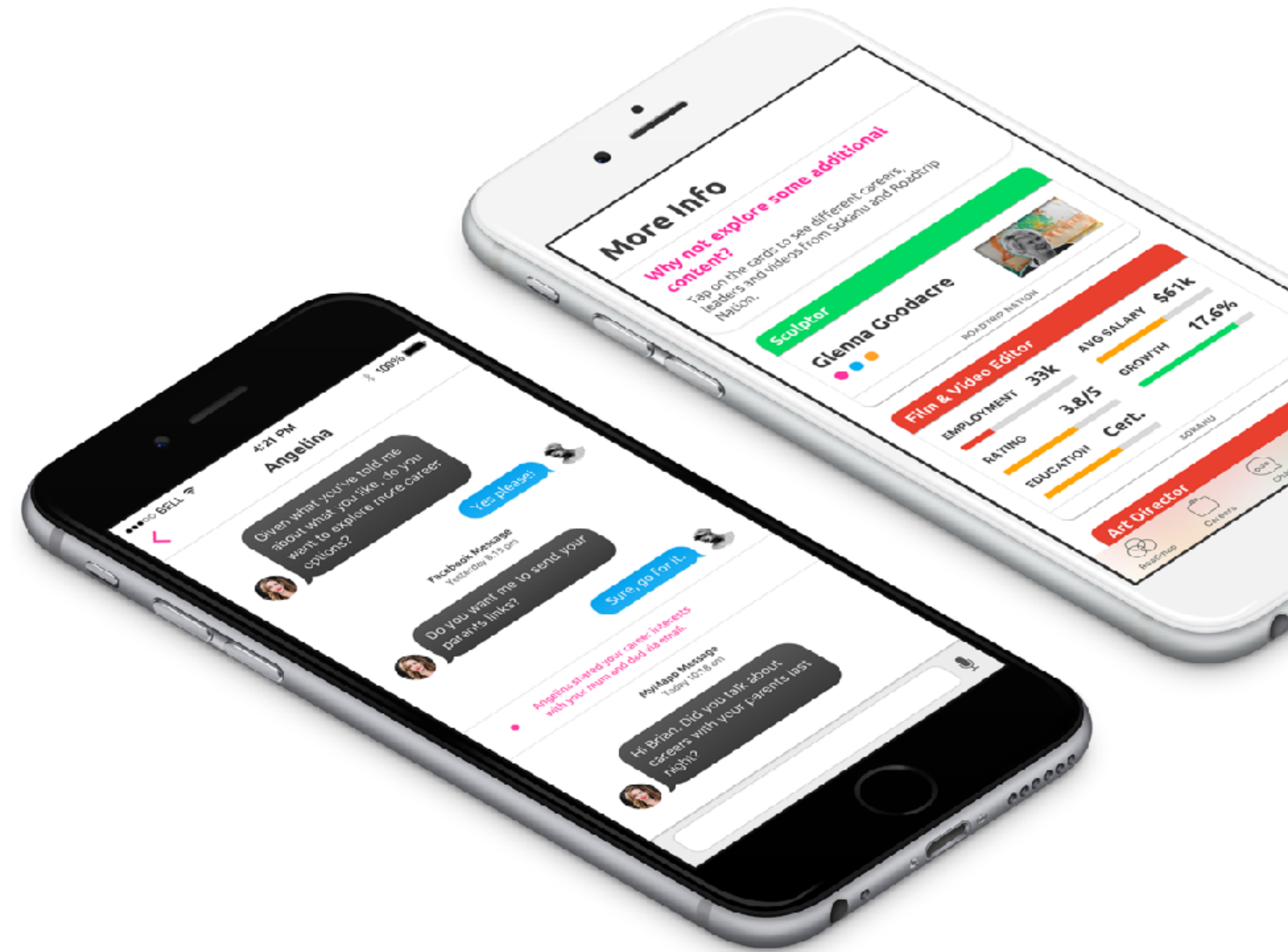
CASE STUDY - INNOVATION SPRINT

We helped a leading healthcare organisation plan for the future of digital pathology with a portfolio of **new business opportunities** and a roadmap for transformation using AI.



CASE STUDY - ALPHA

In 15 weeks we helped a leading US Educational organisation deliver a new **revenue stream** using an intelligent ChatBot and Machine Learning prototype.



The logo for bjss, featuring a stylized blue icon of three vertical bars of varying heights to the left of the lowercase text "bjss" in a bold, sans-serif font.

innovation@bjss.com

 [@BjssLabs](https://twitter.com/BjssLabs)